

Message Text

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PAGE 01 NEW DE 03655 171519Z

44

ACTION NEA-09

INFO OCT-01 ISO-00 SAB-01 AID-05 CIAE-00 DODE-00 PM-03

H-02 INR-07 L-02 NSAE-00 NSC-05 PA-01 PRS-01 SP-02

SS-15 USIA-06 EB-07 COME-00 TRSE-00 /067 W

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R 171115Z MAR 75

FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 7535

C O N F I D E N T I A L NEW DELHI 3655

E.O. 11652: GDS

TAGS: ESTC, IN

SUBJECT: CAN LOCKHEED SELL P-3S TO INDIA?

1. LOCKHEED'S VICE-PRESIDENT FOR SALES, (PETER MINGRONE), WHO IS WAITING IN NEW DELHI FOR THE FINAL DECISION BY INDIAN AIRLINES ABOUT WIDE-BODIES AIRPLANES, TOLD US LAST WEEK THAT HIS WASHINGTON OFFICE HAD TOLD HIM THAT THE USG WOULD WELCOME LOCKHEED TRYING TO SELL P-3S AND C-130S TO INDIA. (MINGRONE DID NOT KNOW WHO IN THE USG LOCKHEED HAD TALKED TO).

2. MINGRONE THEN ARRANGED AN APPOINTMENT WITH ADMIRAL KOHLI, CHIEF OF STAFF OF THE INDIAN NAVY TO FIND OUT IF INDIA WAS STILL INTERESTED IN P-3S. MINGRONE REPORTS THAT KOHLI ASKED THAT MINGRONE PUT AN OFFER IN WRITING. KOHLI SAID THAT WHILE MILITARY PURCHASES FROM THE UNITED STATES WOULD NOT BE POSSIBLE UNTIL THE DUST HAD SETTLED FROM THE LIFTING OF THE ARMS EMBARGO, A LITTLE LATER ON PURCHASES OF P-3S MIGHT BE POSSIBLE, ESPECIALLY IF ATTRACTIVE CREDIT TERMS COULD BE OFFERED. MINGRONE PLANS TO DO NOTHER MORE FOR NOW.

3. EARLIER LAST WEEK, MINGRONE HAD BEEN APPROACHED BY WHAT HE IDENTIFIES AS A SENIOR INDIAN AIR FORCE OFFICER WITH AN INQUIRY ABOUT BUYING SOPHISTICATED ELECTRONIC SURVEILLANCE EQUIPMENT. MINGRONE OFFERED TO FIND OUT, BUT ALMOST IMMEDIATELY, THE OFFICER ASKED HIM TO FORGET THE WHOLE THING SINCE THERE

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PAGE 02 NEW DE 03655 171519Z

IS A DIRECTIVE PROHIBITING PURCHASE OF MILITARY EQUIPMENT

FROM THE US. THE EXISTENCE OF SUCH A DIRECTIVE IS CONSISTENT
WITH KOHLI'S POSITION, AND WITH OTHER INFORMATION WE HAVE
RECEIVED. SAXBE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: COMMERCIAL AIRCRAFT, AIRCRAFT SALES, TRANSPORT AIRCRAFT
Control Number: n/a
Copy: SINGLE
Draft Date: 17 MAR 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975NEWDE03655
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D750092-0894
From: NEW DELHI
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19750344/aaaabnnx.tel
Line Count: 64
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 04 AUG 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <04 AUG 2003 by ShawDG>; APPROVED <24 NOV 2003 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
05 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CAN LOCKHEED SELL P-3S TO INDIA?
TAGS: ESTC, IN, LOCHKEED
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006